

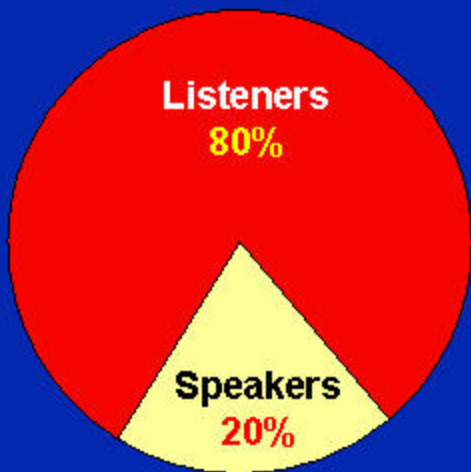


Ten3 global polls «Advise!» **Communication**



I prefer to talk to
people who are
great:

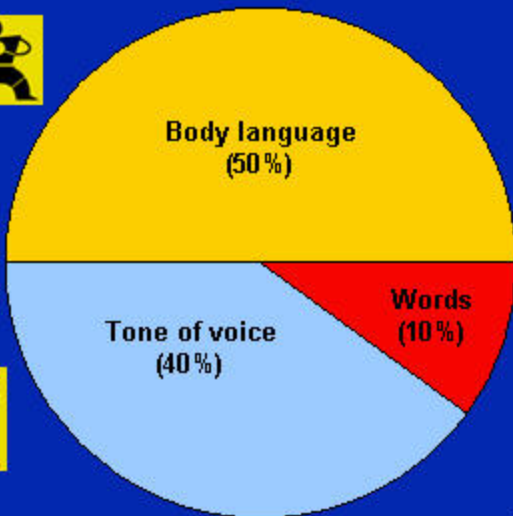
80% of people
prefer to talk to
great listeners,
not
great speakers





Face-to-Face Communication

The Way Your Message Is Conveyed



When it comes to communication, words are only 10% of the message. The rest is in the tone of voice and the body language. The body language is the most powerful tool in communication.

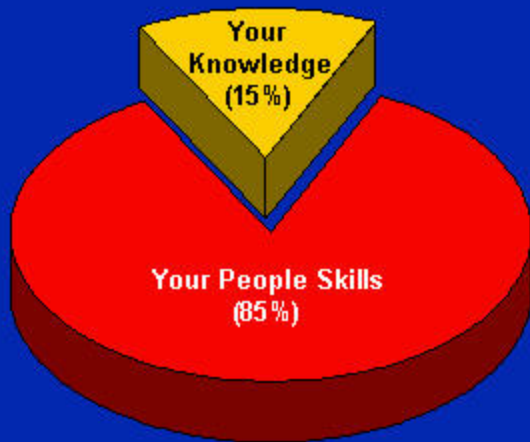


Success Secrets

The Role of Your People Skills



Your financial success comes from:



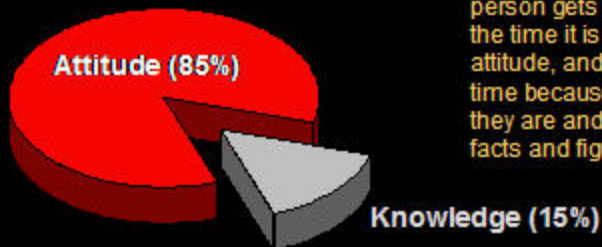
Some experts estimate that 15% of your financial success comes from your skills and knowledge, while 85% comes from your ability to connect with other people and engender trust and respect.



The Power of Attitude

"Just like a great building stands on a strong foundation, so does success. And the foundation of success is attitude."

SUCCESS COMPONENTS



A study by Harvard University found that when a person gets a job, 85% of the time it is because of their attitude, and only 15% of the time because of how smart they are and how many facts and figures they know.

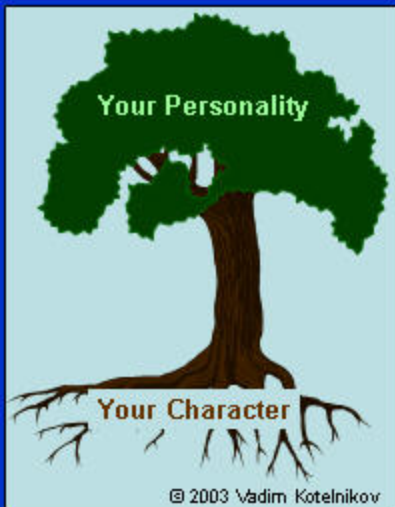
"The greatest discovery of my generation is that human beings can alter their lives by altering their attitude."

- William James of Harvard University



Highly Effective People

Your Character and Personality Ethic



YOUR PERSONALITY

Your secondary greatness

- Positive Mental Thinking
- People Skills
- Win-Win Mindset

YOUR CHARACTER

Your primary greatness

- Beliefs & Values
- Effective Living
- The Golden Rule



COCA Principle of Achievement

Capabilities × **O**pportunities × **C**ommitment × **A**ction

"If you think you can, you can. If you think you think you can't, you're right."

— George Bernard Shaw

"An optimist sees the opportunity in every difficulty."

— Winston Churchill

Capabilities

Opportunities

Achievement

Commitment

Action

"The future belongs to the common man with uncommon determination."

— Baba Amte

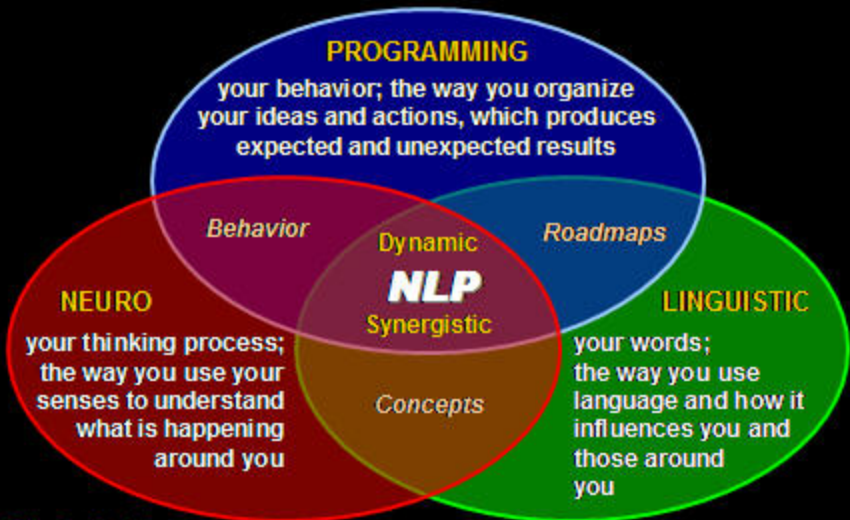
"Practice is the best of all instructions."

— Publilius Syrus



Neuro Linguistic Programming (NLP)

Psychology of Excellence & Technology of Achievement



Business Systems

The Balanced Approach



YOUR BUSINESS WHEEL



An unbalanced wheel
will roll neither fast nor far

Case in Point

Balancing 10 resources
between 2 perspectives

Case A: $10 \times 0 = 0$

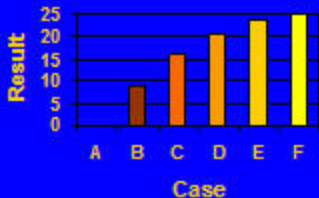
Case B: $9 \times 1 = 9$

Case C: $8 \times 2 = 16$

Case D: $7 \times 3 = 21$

Case E: $6 \times 4 = 24$

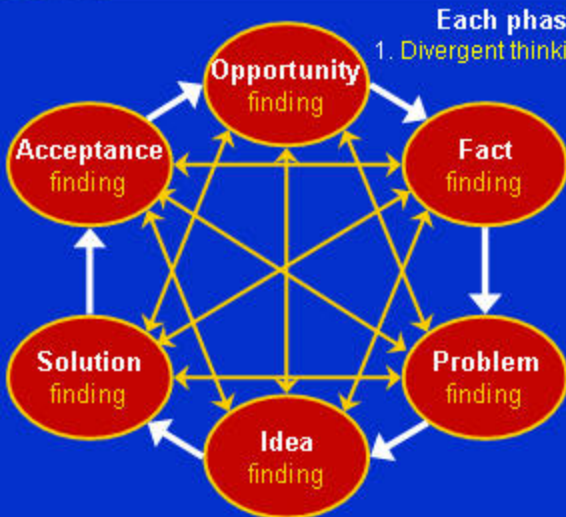
Case F: $5 \times 5 = 25$





Creative Problem Solving (CPS)

Six-phase CPS Process and Mental Locks to Overcome



10 Mental Locks

1. The Right Answer
2. That's not logical
3. Follow the rules
4. Be practical
5. Play is frivolous
6. That's not my area
7. Don't be foolish
8. Avoid ambiguity
9. To err is wrong
10. I'm not creative



NLP Solutions: Understanding Yourself & Others

Mental Maps: Preferred Modes of Thinking

The Visuals ("see" the world)

- Think by making pictures in their mind
- Understand something better if they see it
- Appearance is very important

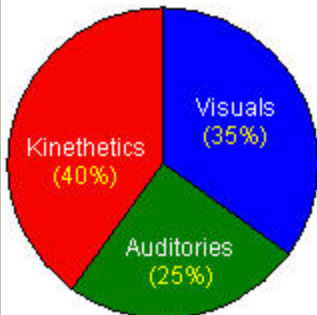
The Auditories ("hear" the world)

- Think by analyzing sounds
- Get more information from how you say things than from what you are saying
- Love to hear themselves and others talk

The Kinethetics ("feel" the world)

- Act on what they feel
- Get more information from touch, emotions, gut instincts, and hunches
- Love to touch people and things

Three Groups of People and their Share in the Population



These are preferred modes of thinking, not exclusive ones

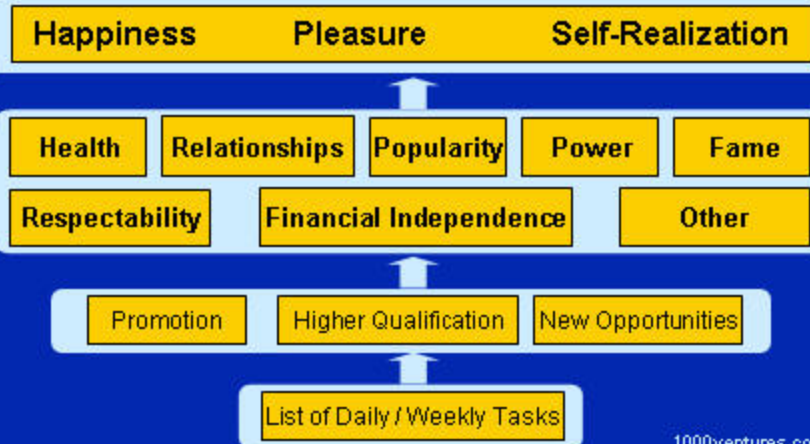


NLP Technology of Achievement

Hierarchy of Personal Goals



"Without the vision of a goal, a man cannot manage his own life,
much less the lives of others." – Genghis Khan



1000ventures.com

Effective Goals are:



Balancing Your Wheel of Life

